

MAIL TO:  
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Sacramento, CA 95814  
Telephone: (916) 323-5079

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<http://ag.ca.gov/charities/>

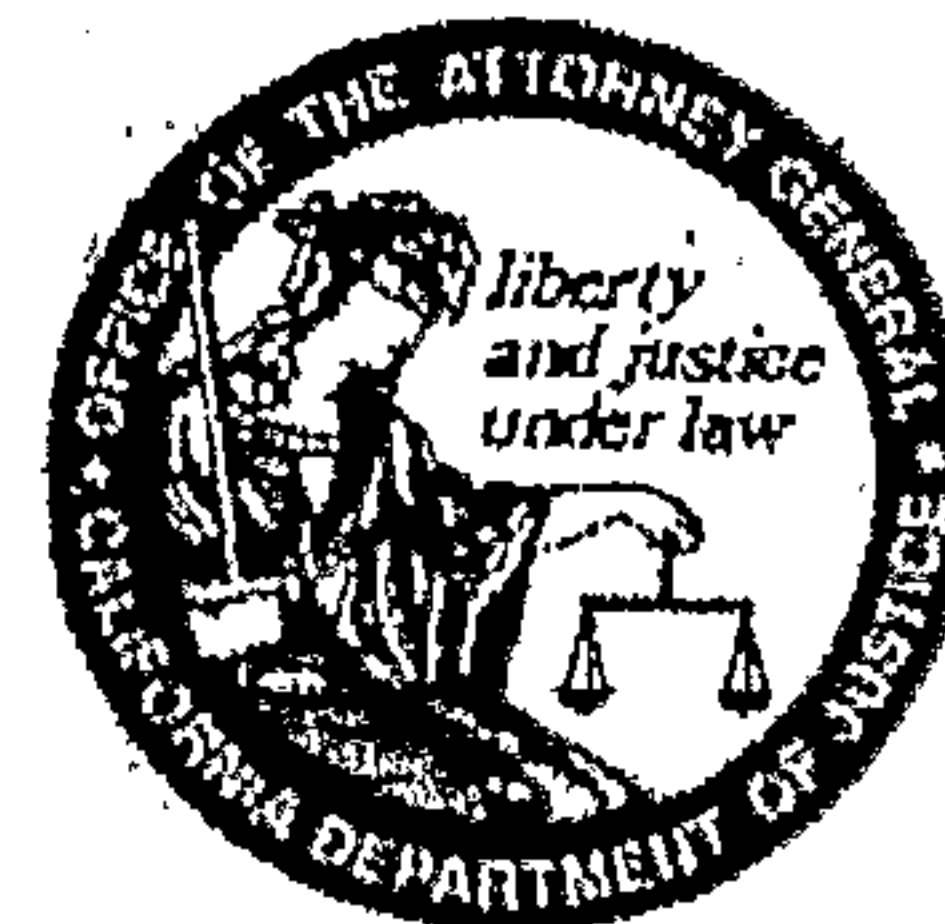
# COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

## ANNUAL FINANCIAL REPORT FOR 2003

(California Government Code Section 12599)

Failure to file annual financial report by January 30<sup>th</sup> annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12598.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



<p>Name and Address of Commercial Fundraiser:</p> <p style="text-align: right;">520</p> <p>Telefund, Inc.</p> <p>P.O. Box 120557</p> <p>Boston MA 02112</p>	<p>Name and Address of Charitable Organization:</p> <p>CT No. <u>4333</u> F.E.I.N. No. <u>941153307</u></p> <p>Sierra Club</p> <p>Name of charity</p> <p>85 Second Street, 2nd Floor</p> <p>Address of charity</p> <p>San Francisco CA 94105</p> <p>City, State, and ZIP code of charity</p>
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Figures from (check one): National Campaign ☒ California Campaign ☐

Telephone Solicitation held (on) (from) 1/1, 20 03, to 12/31/2003, 20 03

(Type of activity) (Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☒ Percentage ☐ Other ☐

If other, provide brief explanation \_\_\_\_\_

### 1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

d. \_\_\_\_\_

### G. TOTAL REVENUE

\$579,505.00 A.

\$00.00 B.

0.00 C.

0.00 D.

0.00 E.

0.00 Fa.

\_\_\_\_\_ Fb.

\_\_\_\_\_ Fc.

\_\_\_\_\_ Fd.

\$579,505.00 G.

### 2. EXPENSES

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge/RENT
- L. Permits
- M. Other expenses: (Specify)

a. UTILITIES / EQUIP / OFFICE

b. INSURANCE / TAXES

c. INTEREST / BANK CHARGES

d. TRAVEL / DATA PROC / CONSULTANTS / ACCOUNTING

### N. TOTAL EXPENSES

\$113,575.51 A.

145,029.61 B.

13,197.70 C.

578.06 D.

0.00 E.

0.00 F.

20,377.76 G.

1662.32 H.

19,687.15 I.

0.00 J.

5130.51 K.

2,235.66 L.

9,503.86 Ma.

4,140.62 Mb.

364.36 Mc.

7680.32 Md.

\$350,360.00

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3. Amount to charity (subtract line 2N from line 1G)

229,505.40

4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity)

0.00

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s)

0.00

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3)

\$ 229,505.40

7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?

☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (commercial fundraiser)

Janet S. Domenitz

Printed name

Secretary

Title

3/12/04

Date

This report must be signed by two officers or directors of the charitable organization for verification.

Signature of authorized officer/director (charity)

Lynn Smith

Printed name

Asst Secretary

Title

3/4/04

Date

Signature of authorized officer/director (charity)

Hamilton Leng

Printed name

Asst. Treasurer

Title

3/4/04

Date

# **SOLICITATION CAMPAIGN FINANCIAL REPORT**

Addendum

Telefund -- Sierra Club

2003

**Total Contributions Received:**

\$ 579,865

## **Expenses**

Office Manager's Fee:	\$45,999.94
Caller Salaries:	\$112,227.37
Printing:	\$7,176.56
Postage & Shipping:	\$20,377.76
Telephone:	\$19,687.15
Office Rental:	\$5,130.51
Utilities:	\$0.00
Equipment & Supplies:	\$9,503.86
Insurance:	\$3,315.58
Advertising:	\$1,662.32
Travel:	\$1,243.85
Registration Fees:	\$2,255.66
Bank Charges:	\$200.73
Computer/Data Processing:	\$1,007.56
Employee Benefits:	\$578.06
Taxes -- non-payroll:	\$825.04
Consultants / Accounting:	\$5,428.91
Interest:	<u>\$163.63</u>

**TOTAL EXPENSES:**

\$236,784.49

Professional Fundraiser's Fee:

\$113,575.51

**TOTAL CHARGED TO CLIENT:**

\$350,360.00

**NET AMOUNT TO CLIENT:**

\$ 229,505



RECEIVED  
MAR 30 2004  
Attorney General's  
Registry of Charitable Trusts

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